

STEPHEN P. SELBY
12308 West Nantucket
Wichita, KS 67235
Home: 316/722-4421

CAREER SUMMARY

Demonstrated leadership as President and CEO with extensive experience in operations, labor relations, finance, strategic planning and acquisition/expansion.

EXPERIENCE

1996-1997 **OmniTRAX, Inc.** Wichita, Kansas

Executive Vice President

Responsible for identifying and analyzing short line railroad properties.
Manage acquisition effort of railroad holding company.

1995-1996 **Kansas Southwestern Railway, Wichita, Kansas**

President and CEO

1992-1996 **Central Kansas Railway, Wichita, Kansas**

President and CEO

- Chief Executive for railroad with Profit and Loss responsibility.
- Managed successful start-up of Central Kansas Railway with 887 miles of track.
- Negotiated first UTU agreement.
- Continued involvement in acquisitions for parent company.

1991-1993 **The Broe Companies, Inc., Denver, Colorado**

Managing Director

- Responsible for identifying and analyzing short line railroad properties.
- Responsible for purchase of Chicago West Pullman Transportation Company rail group of 7 short line railroads, mid-year 1992.
- Responsible for purchase of some 900 miles of former Santa Fe rail lines in Kansas at year end 1992.

~~1988-1991~~ **Fox River Valley Railroad, Green Bay, Wisconsin**
Green Bay & Western Railroad, Green Bay, Wisconsin

President and CEO

- P & L responsibility for two independently operated regional/short line railroads with combined sales of \$44 million and 450 employees.
- Managed the successful start-up of the Fox River Valley Railroad, one of the largest regional railroads, maintaining levels of business and service while meeting business plan projections.

- 1987-1988 **FRVR Corporation, Green Bay, Wisconsin**
President and CEO
- Led this acquisition company through preparation of the business plan, proforma and operating plan.
 - Negotiated the asset purchase agreement and managed the hiring process for 37 management and 180 hourly employees.
- 1979-1987 **Green Bay and Western Railroad, Green Bay, Wisconsin**
President and CEO (1983-1987)
- Responsible for restructuring company to meet business declines due to deregulation by positioning railroad for future viability and profitability.
- Executive Vice President (1981-1983)
- Responsible for operations, sales and marketing strategies for recently deregulated industry.
- Vice President - Operations (1979-1981)
- Responsible for operations, maintenance, purchasing and labor relations, including contract negotiations with 8 organizations.
- 1974-1979 **Apache Railway, Snowflake, Arizona**
General Manager (1978-1979)
Superintendent (1974-1978)
- Managed operations, maintenance and labor relations for shortline railroad with revenues of \$5 million annually.
 - Negotiated labor agreements with UTU-T.
- 1959-1974 **Atchison, Topeka and Santa Fe Railway Company**
Trainmaster, Winslow, Arizona (1973-1974)
Oklahoma City, Oklahoma (1972-1973)
 Operating line manager for train and station operations.
General Transportation Inspector, Topeka, Kansas (1970-1972)
Staff assistant to Grand Division General Manager.
Operations Analyst, Chicago, Illinois (1969-1970)
Management training program.
Schedule Supervisor, Negotiated labor agreements, handled claims and prepared submissions and briefs for adjudication proceedings.
Operations and administrative positions (1959-1968)

EDUCATION

- 1966 **Emporia State University, Emporia, Kansas**
 B. A. Economics/Mathematics
- 1967-1968 **Washburn University, Topeka, Kansas**
 Completed several courses in labor law and labor relations.